

Message Text

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ORIGIN EB-07

INFO OCT-01 EUR-12 EA-07 ISO-00 CIAE-00 INR-07 NSAE-00

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DRAFTED BY EB/OCA/CD:REDAY:JMN

APPROVED BY EB/CSB:JWBILLER

EB/OCA/CD:WERAU

EB/OCA:CCBERLIN

BEWT/TAD:DPIGGOT (SUBS)

EUR/SOV:JTREICHEL

----- 130717

P R 132351Z NOV 75

FM SECSTATE WASHDC

TO AMEMBASSY BONN PRIORITY

AMEMBASSY PARIS

AMEMBASSY TOKYO

INFO AMEMBASSY MOSCOW

USDOC

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E.O. 11652: N/A

TAGS: BEXP, BTRA

SUBJECT: SOVIET PROJECT NEAR PSKOV FOR WELDING FACILITIES--
RESISTANCE WELDER CORPORATION

1. RESISTANCE WELDER CORPORATION (RWC) OF BAY CITY, MICHIGAN IS NEGOTIATING WITH SOVIET FTO AVTOPROMIMPORT ON MAJOR PROJECT, THE TECHNICAL ASSIGNMENT FOR WHICH CAME TO RWC VIA THE KAMA PURCHASING COMMISSION IN NEW YORK. RWC WOULD BE REQUIRED TO ESTABLISH A MAJOR PLANT IN BUILDINGS ALREADY UNDER CONSTRUCTION NEAR PSKOV TO PRODUCE SPECIALIZED ELECTRIC WELDING EQUIPMENT AND CONTINUOUS-FLOW MECHANIZED AND AUTOMATED ASSEMBLY-WELDING LINES.

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2. AS GENERAL CONTRACTOR FOR THIS PROJECT, WHICH REPORTEDLY

IS VALUED AT APPROXIMATELY 35 MILLION DOLLARS, RWC WOULD PROVIDE THE INDUSTRIAL ENGINEERING, U.S. MACHINERY TO BE INTEGRATED WITH SOVIET MACHINERY, KNOW-HOW, TECHNICAL DOCUMENTATION, LICENSES AND NECESSARY PERSONNEL TRAINING.

3. TO ASSIST RWC IN GUAGING THE SERIOUSNESS OF THE SOVIET PROPOSAL AND TO FACILITATE RWC'S PREPARATION OF ITS OWN BID, IT WOULD BE HELPFUL TO LEARN WHETHER FIRMS IN YOUR HOST COUNTRIES ARE BIDDING ON THIS PROJECT. TO BE EFFEC-TIVE, A COMPETITOR WOULD REPORTEDLY HAVE TO HAVE NOT ONLY THE CAPACITY TO PRODUCE SIMILAR PRODUCTS ITSELF BUT ALSO THE ABILITY TO TRANSFER TO THE SOVIETS THE TECHNOLOGY AND KNOW-HOW NECESSARY TO START PRODUCTION. A COMPETITOR WOULD ALSO HAVE TO BE WILLING TO ENGAGE IN A THREE-YEAR PROJECT REQUIRING CLOSE COOPERATION WITH THE SOVIETS BOTH IN TRANSFER OF KNOW-HOW AND IN INSTALLATION AND START-UP OF MACHINERY.

4. FOR MOSCOW: INITIAL TEAM OF RWC NEGOTIATORS DEPART-ING UNITED STATES ON NOVEMBER 20 FOR MEETINGS WITH AVTO-PROMIMPORT. SEPTTEL BEING PREPARED IN USDOC (BEWT).

5. ACTION REQUESTED: ACTION POSTS ARE REQUESTED TO MAKE WHATEVER DISCREET INQUIRIES MAY BE DEEMED APPROPRIATE AND TO REPORT WHATEVER INFORMATION MAY BE AVAILABLE CONCERN-ING HOST COUNTRY COMPETITORS ACTIVELY PURSUING THIS PROJECT. REPLIES REQUESTED BY COB NOVEMBER 19. FOR PARIS: FRENCH CONCERN SCIAKY REPORTEDLY MAY HAVE SUBMITTED A PRE-LIMINARY PROPOSAL BUT COULD HAVE SUBSEQUENTLY WITHDRAWN. CAN EMBASSY VERIFY WITHOUT CONTACTING SCIAKY DIRECTLY? KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 NOV 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ElyME
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE269610
Document Source: CORE
Document Unique ID: 00
Drafter: REDAY:JMN
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750396-0261
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751148/aaaabrid.tel
Line Count: 91
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 27 MAY 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <27 MAY 2003 by ElyME>; APPROVED <15 OCT 2003 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SOVIET PROJECT NEAR PSKOV FOR WELDING FACILITIES-- RESISTANCE WELDER CORPORATION
TAGS: BEXP, BTRA
To: BONN TOKYO
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006